

Nov. 17-18 Overseas Training DAY1 DAY2

[Date]

- Nov. 17 (Tue), 18 (Wed) 8:30 – 12:00

[Participants]

- Trainees: 22 people, UCSD mentors: 7 people, UCSD & UTokyo staff: 8 people

[DAY1]

- Dennis Abremski : Introduction of UCSD
- Rachel Costello : How to use Basecamp
- 13 teams : 3 min. pitch
- Mentoring for each team
- Dennis: Wrap-up (Convey the importance of proposed business as a story)

[DAY2]

- Dennis Abremski : Comment for DAY1 pitch and lecture of how to do pitch
 - Good points: perform interview, utilize video, show by flow chart
 - Issues: competitors not clear, go-to-market not clear, too much technology explanation, customer impact not clear
 - Pitch is for establishing relationship with audience and it is necessary to make the pitch memorable and impressive by showing experiences and examples.
- Mentoring for each team
- Team elevator pitch : 1 min. per person
- Wrap-up

